



BRANDON MICHAELS
GROUP

22713 VENTURA BLVD | WOODLAND HILLS, CA 91364

A 6,448 Square Foot Mixed-Use Retail and Office Building Ideally Positioned along Ventura Boulevard in the High-Demand, Affluent West San Fernando Valley Submarket of Woodland Hills, CA

22713

VENTURA BLVD

WOODLAND HILLS, CA 91364

Carpet Concourse Design Center

EXCLUSIVELY LISTED BY:

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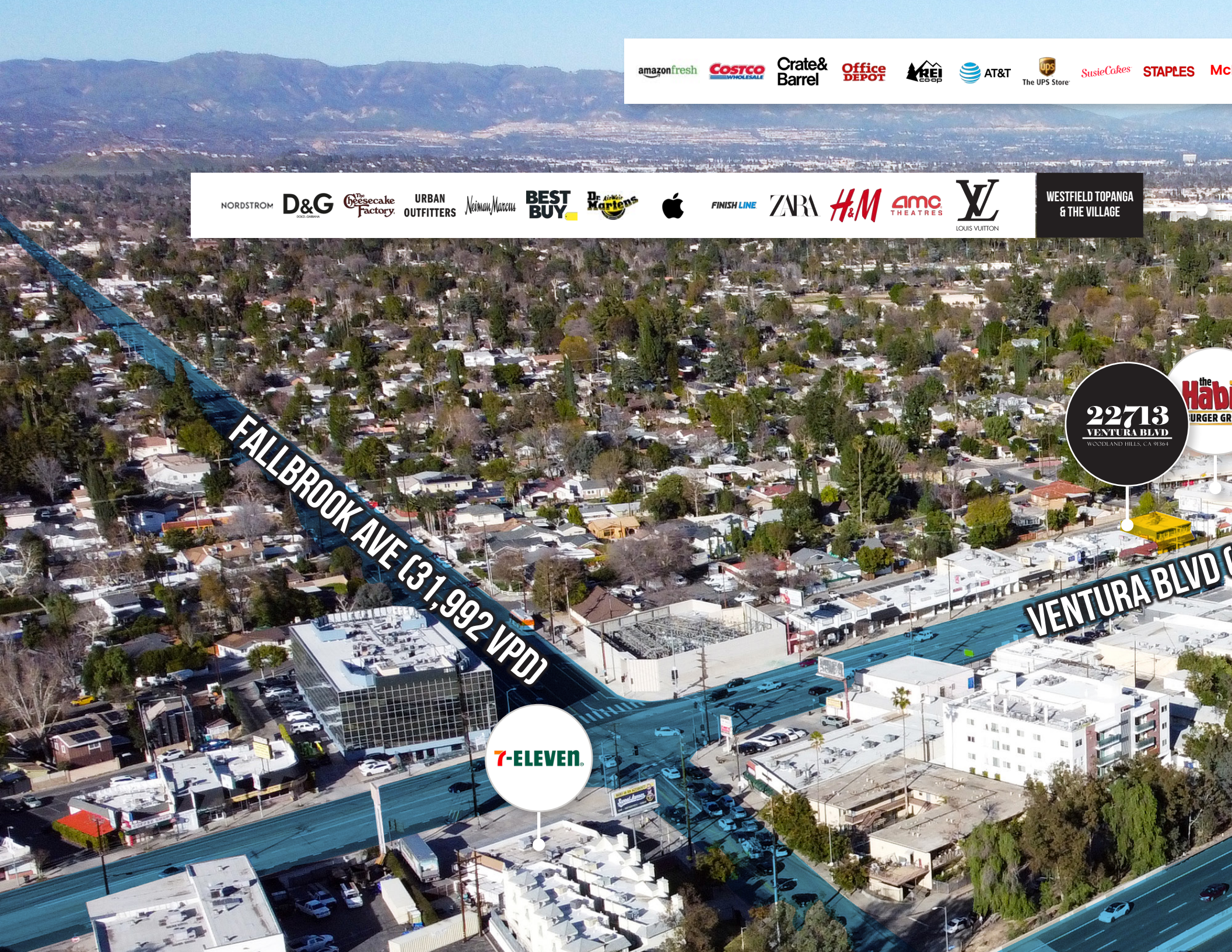
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amazonfresh

COSTCO WHOLESALE

Crate & Barrel

Office DEPOT

REI CO-OP

AT&T

The UPS Store

SusieCakes

STAPLES

Mc

NORDSTROM

D&G

The Cheesecake Factory

URBAN OUTFITTERS

Neiman Marcus

BEST BUY

Dr. Martens



FINISH LINE

ZARA

H&M

AMC THEATRES

LOUIS VUITTON

WESTFIELD TOPANGA & THE VILLAGE

FALLBROOK AVE (31,992 VPD)

VENTURA BLVD

7-ELEVEN

22713

VENTURA BLVD

WOODLAND HILLS, CA 91364

the Hab

BURGER GR

Donald's

THE VILLAGE AT
WESTFIELD TOPANGA

WARNER
CENTER



it
ILL

Smart & Final.

Holiday Inn
AN IHG HOTEL

Vendy's



USA
GASOLINE

Shell

US
101

42,109 VPD

VENTURA FWY (202,000 VPD)

US
101



EXECUTIVE SUMMARY

The Brandon Michaels Group has been selected to exclusively market for sale 22713 Ventura Boulevard, a two story, 6,448 square foot mixed-use retail and office building situated on 0.14 acres of land (6,240 SF), located just east of the Northeast intersection of Ventura Boulevard and Fallbrook Avenue in the high-profile West San Fernando Valley submarket of Woodland Hills, CA.

22713 Ventura Boulevard is made up of 3,224 square feet of ground floor storefront retail space and 3,224 square feet of second floor office space. The Seller occupies the ground floor retail units and is open to signing a ten year lease at the close of escrow at a rate and term to be negotiated. Seller financing is available at better than market rate and terms. Please contact the listing agent to discuss.

22713 Ventura Boulevard sits just west of the grocery anchored shopping center on the corner of Ponce Avenue and Ventura Boulevard. This nearly 40,000 square foot center anchored by Smart & Final with complementary national tenants like The Habit, Jersey Mikes, and Dominos, helps drive traffic and leasing activity to this already busy segment of Ventura Boulevard.

The subject property benefits from excellent visibility and frontage along with excellent traffic counts on Ventura Boulevard, with more than 50' of frontage and 42,000 vehicle per day on the Boulevard. The site has a walk score of 80 ("very walkable") and offers 10 surface parking spaces, a parking ratio of 1.55 per 1,000 square feet.



PROPERTY

SUMMARY



Address:	22713 Ventura Blvd Woodland Hills, CA 91364
Price:	\$2,250,000
Building SF:	6,448 SF
Lot Size:	6,240 SF
Price/SF (Bldg):	\$349
Price/SF (Land):	\$361
Current CAP Rate:	0.66%
ProForma CAP Rate:	4.18%
Year Built:	1964
Zoning:	C4-1VLD
APN:	2040-030-028
Traffic Counts:	42,109 VPD
Nearest Cross Streets:	Ventura Blvd & Fallbrook Ave
Occupancy:	50%
Parking Spaces:	10 Parking Spaces at the Rear of the Property
Parking Ratio:	1.55 Space(s) per 1000

***Seller financing is available at better than market rate and terms. Please contact the listing agents to discuss.**



INVESTMENT HIGHLIGHTS

TWO-STORY, MIXED-USE PROPERTY ON VENTURA BOULEVARD

- 3,224 Square Feet of Ground Floor Storefront Retail.
- 3,224 Square Feet of Second Floor Office Space.
- 6240 Square Feet of Land on Ventura Boulevard.
- Excellent Visibility and Frontage along Ventura Boulevard
- 10 parking spaces; a parking ratio of 1.55 per 1,000 square feet.
- Daily traffic counts north of 42,000 vehicles per day.
- Directly adjacent to major national retailers Smart & Final, The Habit, Jack in the Box, Jersey Mike's, Dominos, Wendy's, among others.



SALE LEASEBACK WITH SELLER FINANCING AVAILABLE AT BETTER THAN MARKET RATE AND TERMS

- The seller will execute a 10-year lease at the close of escrow for the ground floor retail space.
- The second story space will be delivered vacant.
- An owner user Buyer can occupy the second story office for their own business use.
- Seller financing is available at better than market rate and terms.



IDEALLY POSITIONED IN THE HEART OF A GROWING RETAIL RENTAL

- Rent growth of more than 33% over the past decade in the Woodland Hills area, representing a transformation change of the retail rental landscape.
- Directly adjacent to the Warner Center, considered the central business district of the San Fernando Valley and one of Los Angeles' largest urban developments, providing an extensive complex of office parks, high-rise office towers, apartments, and shopping centers.

DENSE AND AFFLUENT WEST SAN FERNANDO VALLEY LOCATION

- Population in the immediate area of 12,706 people within one mile of the subject property, 132,486 people within three miles, and 298,668 people within five miles.
- The immediate submarket boasts an average household income within one, three, and five miles of \$143,750, \$127,109, and \$118,233, respectively.
- A median income within one, three, and five miles of \$115,282, \$98,289, and \$89,464, respectively.
- There are over 4,887 households within one mile of the subject property, and over 51,430 households within three miles.
- The median home value in the immediate area is \$869,786.



VENTURA FWY (202,000 VPD)

22713
VENTURA BLVD
WOODLAND HILLS, CA 91364

the
Habit
BURGER GRILL

 **Holiday Inn**
AN IHG® HOTEL

VENTURA BLVD (42,109 VPD)

Smart & Final.

7-E



THE COMMONS
AT CALABASAS



Bristol Farms





22713
VENTURA BLVD
WOODLAND HILLS, CA 91364





LOCATION OVERVIEW

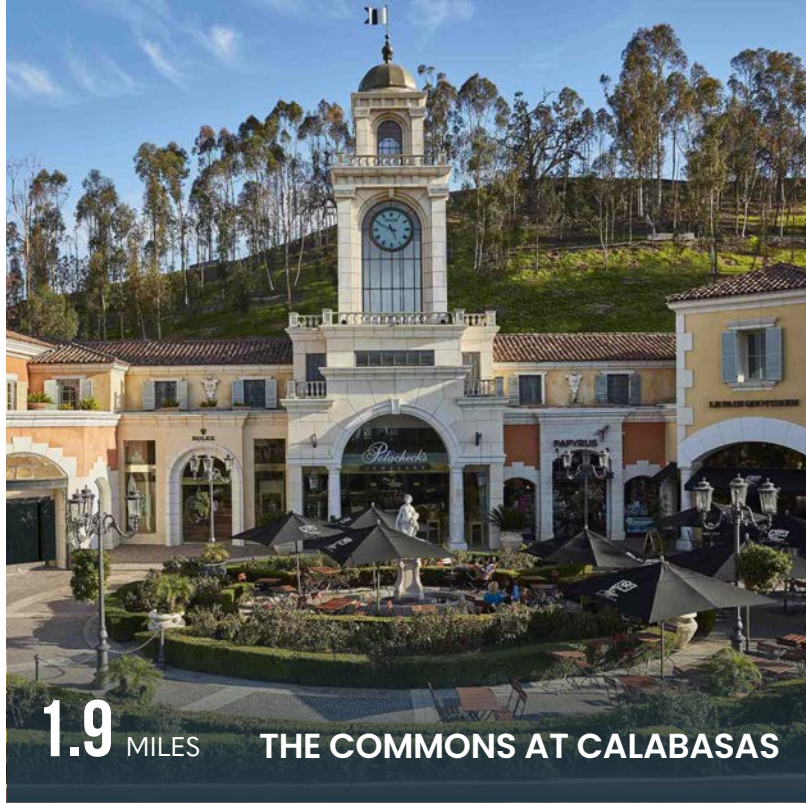
Woodland Hills, CA is a densely populated and affluent Los Angeles sub-market that offers its residents a suburban atmosphere, tree-lined streets, and good schools with proximity to major employment centers and a rapidly expanding retail environment.

Woodland Hills, a submarket of Los Angeles' Western San Fernando Valley, is bordered by Calabasas to the west, Canoga Park and Warner Center to the north, Tarzana to the east, and the Santa Monica Mountains to the south. The community's location provides easy access to the many business districts of Los Angeles, including Tarzana, Warner Center, Hollywood, West Los Angeles, Downtown Los Angeles, and Studio City areas. Residents of Woodland Hills have convenient options to numerous restaurants and nightlife, shopping centers, grocery stores, pharmacies, schools, open spaces, parks, sports fields, and walking trails within minutes of their home. The 101 Ventura Freeway provides East to West travel, and easily connects to the 405 San Diego Freeway. Ventura Boulevard, which stretches 18 miles long throughout the San Fernando Valley, is the longest contiguous avenue of businesses and home to multiple retailers and amenities.

The uniqueness of this offering is further defined by its proximity to some of the country's largest planned developments in the Warner Center, known as the central business district of the San Fernando Valley. Warner Center is one of Los Angeles' largest urban developments, providing an extensive complex of office parks, high-rise office towers, apartments, and shopping centers including Westfield Topanga and the Village at Westfield Topanga. With the advent of the Warner Center 2035 Plan, Warner Center is quickly becoming one of the fastest growing sub-markets in the country. The Warner Center 2035 Plan increases the floor area ratio of sites within the designated boundaries to 4.5:1 FAR with unlimited height restrictions. The plan is a development blueprint for Warner Center that emphasizes mixed-use and transit-oriented development, walkability, and sustainability. The Plan seeks to create an environmentally, socially, and economically sustainable center for the West Valley.

Because of the rapid growth in Warner Center, the area and its immediate surrounds have seen rent growth of more than 33% over the past 10 years. The subject property also benefits from a dense population in the immediate area with 12,706 people within one mile of the subject property, 132,486 people within three miles, and 298,668 people within five miles. The immediate submarket boasts an average household income within one, three, and five miles of \$143,750, \$127,109, and \$118,233, respectively, with a median income within one, three, and five miles of \$115,282, \$98,289, and \$89,464, respectively. There are over 4,887 households within one mile of the subject property, and over 51,430 households within three miles. The median home value in the immediate area is \$869,786.

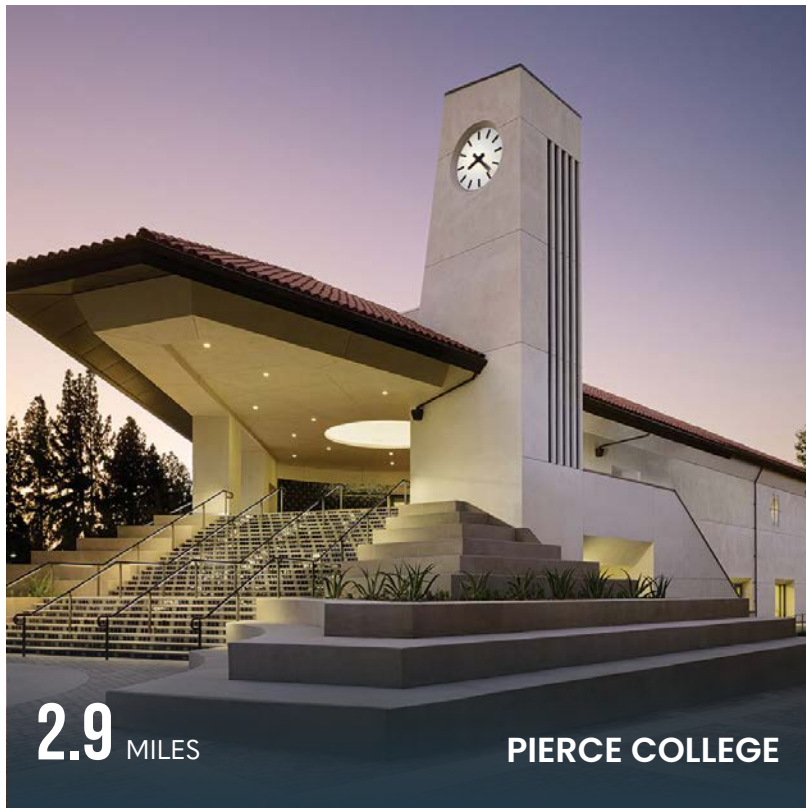




1.9 MILES **THE COMMONS AT CALABASAS**



2.1 MILES **WARNER CENTER**



2.9 MILES **PIERCE COLLEGE**



2.5 MILES **WESTFIELD TOPANGA & THE VILLAGE**

Warner Center

THE PREMIER BUSINESS HUB OF SAN FERNANDO VALLEY

Warner Center's central location and excellent freeway access make the sub-market a desirable and burgeoning office hub. Due to its outstanding living accommodations, desirable lifestyle amenities, and convenient access to public transportation, Woodland Hills/Warner Center has become a leading commercial center as well as a desirable place to live for residents.

WARNER CENTER EMPLOYS A DIVERSE RANGE OF SECTORS AND IS HOME TO MANY HIGH PROFILE EMPLOYERS:



Warner Center

THE OFFICE TOWERS OF WARNER CENTER

THE TRILLIUM



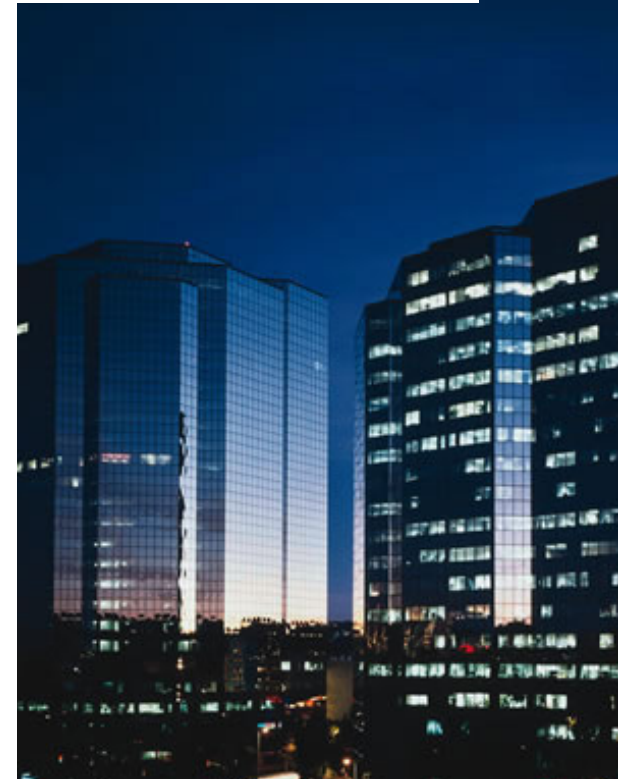
The Trillium is among the most prestigious office campuses in Woodland Hills combining for 660,669 square feet of Class-A office space. The Trillium features an attractive stone and tinted glass exterior, accentuated by lavish interior finishes and on-site amenities.

LNR WARNER CENTER



Built in stages between 2001 and 2005, LNR Warner Center is comprised of four five-story buildings and one three-story building containing approximately 808,274 square feet in total. Tenants include Health Net, UMG Recordings and Viking River Cruises.

WARNER CENTER TOWERS



Warner Center Towers is a 1,937,959 square foot office campus comprised of six prestigious office towers strategically located in the heart of Warner Center. Warner Center Towers is one of Los Angeles' largest office campuses and offers a park-like setting with landscaped plazas, attractive fountains, high-end amenities, and breathtaking views.

WARNER CENTER 2035 PLAN

Approved by the Los Angeles City Council and effective December 25, 2013, the Warner Center 2035 Plan (“WC 2035 Plan” or the “Plan”) is a development blueprint for Warner Center that emphasizes mixed-use and transit-oriented development, walkability and sustainability. The WC 2035 Plan encompasses approximately 1,100 acres, or 1.7 square miles, and is bound by the Los Angeles River to the north, the Ventura Freeway to the south, De Soto Avenue to the east, and the west side of Topanga Canyon Boulevard to the west.

The WC 2035 Plan provides urban design guidelines including increasing the Floor Area Ratios (FAR), height and density for commercial and mixed-use lots. The Plan is targeted at a net increase of 14 million square feet of new, non-residential area, including 12.5 million square feet of office uses and 2.3 million square feet of retail uses. The Plan also seeks to develop 23.5 million square feet of new residential area or approximately 20,000 units.

THE KEY ELEMENTS OF THE WC 2035 PLAN



- Increased development potential in terms of maximum permitted floor area ratios (generally up to 4.5:1) and building heights (generally unrestricted).
- Promoting structural development with centers of greater residential density and commercial/industrial activity.
- Provision of green building standards including diminished energy utilization and collection and filtration of rainwater.
- Promoting ground floor retail, flexible community space and other pedestrian-oriented uses, with a focus on cultivating active, complete streets.
- Creating a place where people can live, work and play and where day-to-day needs can be met locally by walking, bicycling or utilizing public transit.
- Establishing connectivity networks, including new streets and pedestrian adapted pathways within the established districts.
- Creating a network of accessible open spaces to encourage public gathering and pedestrian activity.
- Establishing an urban environment that is generously landscaped with large parkways, medians, a 5 acre park area and open spaces pertinent to each individual building.
- Continuation of the industrial tradition in the area by establishing green and clean professional, scientific, and technical businesses, including engineering, environmental consulting, or research and development companies.

DIVISION OF DISTRICTS

The WC 2035 Plan divides Warner Center into eight districts, each with its own development guidelines: Uptown, River, North Village, Downtown, Commerce, Park and Topanga. Uptown at Warner Center is positioned in the Uptown district.

The Uptown District, envisioned for large-scale office, residential & hotel uses.

The River District will consist of properties along the river and add new pedestrian and bicycle paths.

The North Village District, served by the Canoga and De Soto Metro Stations, will combine residential with transit-oriented development.

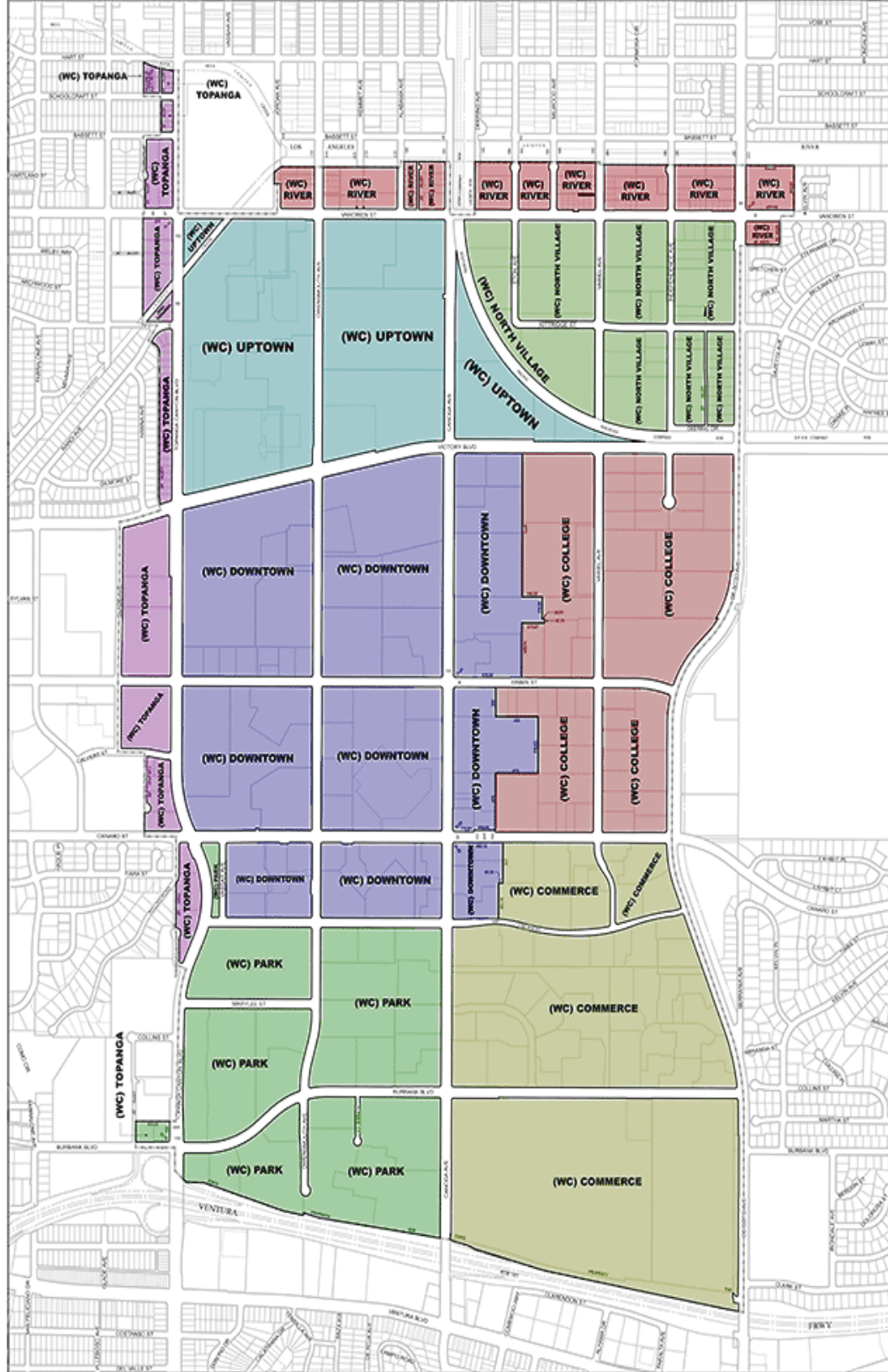
The College District, served by the De Soto and new Oxnard Street Orange Line stop, will focus on live-work projects and smaller developments.

The Commerce District, served by the Oxnard Street Station, will become a secondary job center to the Downtown District.

The Park District, which includes the Warner Center Park, will allow townhomes and flats.

The Topanga District will only allow non-residential uses.

The Downtown District will focus on entertainment uses and encourage mixed-use development.



Westfield PROMENADE

The site home to the Westfield Promenade sold in March to the Kroenke Group. The Kroenke Group, named after its owner and owner of the LA Rams, Stan Kroenke, purchased the 34-acre property from Unibail-Rodamco-Westfield (URW) for \$150 million. The nearly vacant 677,484 square foot retail center is rumored to be the new site for the LA Rams training facility. The property would not be limited to just a training facility, however. Prior to the sale, URW had received approval from the city of Los Angeles for a new “mini-city” dubbed the Promenade 2035, furthering the Warner Center 2035 Specific Plan goals. Entitlements approved in December of 2020 allow for up to 1432 residential units, 280,000 square feet of retail and restaurant space, over 730,000 square feet of office space, two hotels totaling 572 guest rooms, a maximum 10,000 seat entertainment and sports center, and parking for at least 5655 vehicles.



Westfield

TOPANGA | THE VILLAGE



Westfield Topanga and the brand new The Village at Westfield Topanga is one of Southern California's largest shopping complexes. Westfield Topanga is the only center in the United States with a Neiman Marcus and flagship Nordstrom alongside Target. It is a power shopping paradise with a luxury lineup including Gucci, Tiffany & Co., Salvatore Ferragamo, Louis Vuitton, Cartier, Burberry, Jimmy Choo as well as Apple, Tesla, Anthropologie, Free People, and Urban Outfitters.

The Village showcases trendy local fashion and lifestyle brands, sensational restaurants offering al fresco patio dining, a full-service gym, spa and yoga studio, along with Costco, Crate & Barrel, a weekly farmer's market and more, all under a canopy of native trees and vegetation. Westfield offers the retail consumer a laundry list of more than 200 high-end retailers and 57 restaurant choices. It has transformed into a central gathering place for shopping, dining, entertainment and leisure and provides residents and visitors a destination experience unlike any other in the San Fernando Valley.



The Village showcases *trendy* local fashion and lifestyle brands, sensational restaurants offering *al fresco patio dining*, a full-service gym, spa and yoga studio, along with *Costco, Crate & Barrel*, a weekly farmer's market and more, all under a *canopy of native trees and vegetation*.



WESTFIELD THE VILLAGE



WESTFIELD TOPANGA MALL



LA RAMS TRAINING FACILITY



WARNER CENTER PARK



WARNER CENTER TOWERS



HINES WARNER CENTER

DEMOGRAPHICS

POPULATION



12,706

Population within a 1-mile radius



132,486

Population within a 3-mile radius



298,668

Population within a 5-mile radius

HOUSEHOLDS



4,887

2022 Households within a 1-mile radius



51,430

2022 Households within a 3-mile radius



105,071

2022 Households within a 5-mile radius

AVGERAGE INCOME



\$143,750

Average HH income within a 1-mile radius



\$127,109

Average HH income within a 3-mile radius



\$118,233

Average HH income within a 5-mile radius

MEDIAN INCOME



\$115,282

Median HH income within a 1-mile radius



\$98,289

Median HH income within a 3-mile radius

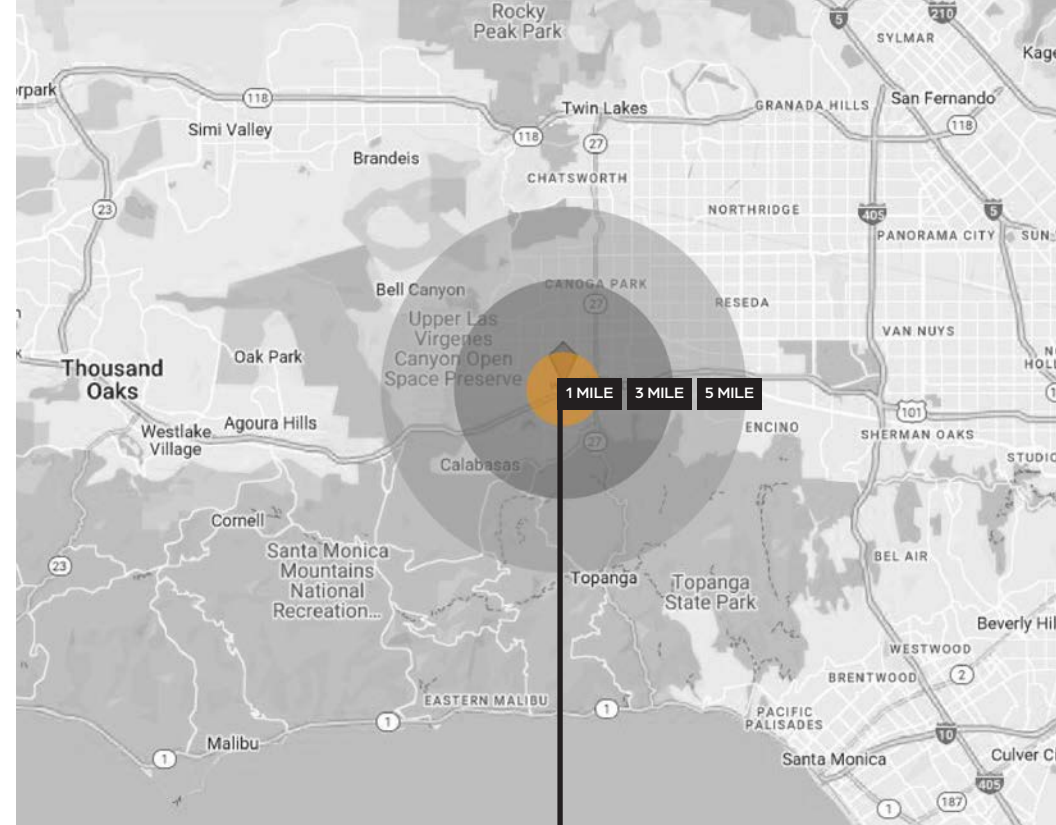


\$89,464

Median HH income within a 5-mile radius

DEMOGRAPHICS	1 MILE	3 MILE	5 MILE
Population	12,706	132,486	298,668
Households	4,887	51,430	105,071
Average Household Size	2.5	2.5	2.8
Annual Growth 2010-2022	0.0%	0.9%	0.5%
Median Age	44.8	41.9	40.6
Owner Occupied Households	3,059	27,655	57,938
Renter Occupied Households	1,738	24,083	46,741
Average Household Income	\$143,750	\$127,109	\$118,233
Median Household Income	\$115,282	\$98,289	\$89,464
Businesses	1,677	12,182	19,200

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RENT ROLL

UNIT	TENANT	SF	%	LEASE START	LEASE EXPIRATION	OPTIONS	INCREASES	CURRENT	RENT/SF	PROFORMA	PROFORMA RENT/SF
Retail - Ground Floor	Carpet Concourse	3,224	50%	C.O.E.	10 years	4 - 5 year	3% Annually	\$5,000.00	\$1.55	\$5,150.00	\$1.60
Office - Second Story	Vacant	3,224	50%							\$6,448.00	\$2.00
TOTALS		6,448						\$5,000.00	\$1.55	\$11,598.00	\$1.80

ANNUALIZED OPERATING DATA

INCOME AND EXPENSE	CURRENT	PROFORMA
Scheduled Lease Income	\$60,000	\$139,176
CAM Reimbursement	\$0	\$0
Effective Gross Income	\$60,000	\$139,176
Expenses	\$45,125	\$45,125
Net Operating Income	\$14,875	\$94,051

OPERATING EXPENSES

INCOME AND EXPENSE	PER YEAR	PER SF
Property Taxes @ 1.25%	\$28,125	\$4.36/SF
Insurance	\$4,000	\$0.62/SF
Utilities	\$12,000	\$1.86/SF
Repairs & Maintenance	\$1,000	\$0.16/SF
Total Expenses	\$45,125	\$7.00/\$0.58

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Parking Spaces:	10 Parking Spaces at the Rear of the Property
Parking Ratio:	1.55 Space(s) per 1000

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